



December 2021

ARPA-E Workshop



ABOUT BURNS & MCDONNELL

STRENGTH

MORE THAN 7,600 PROFESSIONALS

DEPTH

60+ OFFICES WORLDWIDE

EXCELLENCE

#6 TOP 100 DESIGN-BUILD FIRMS

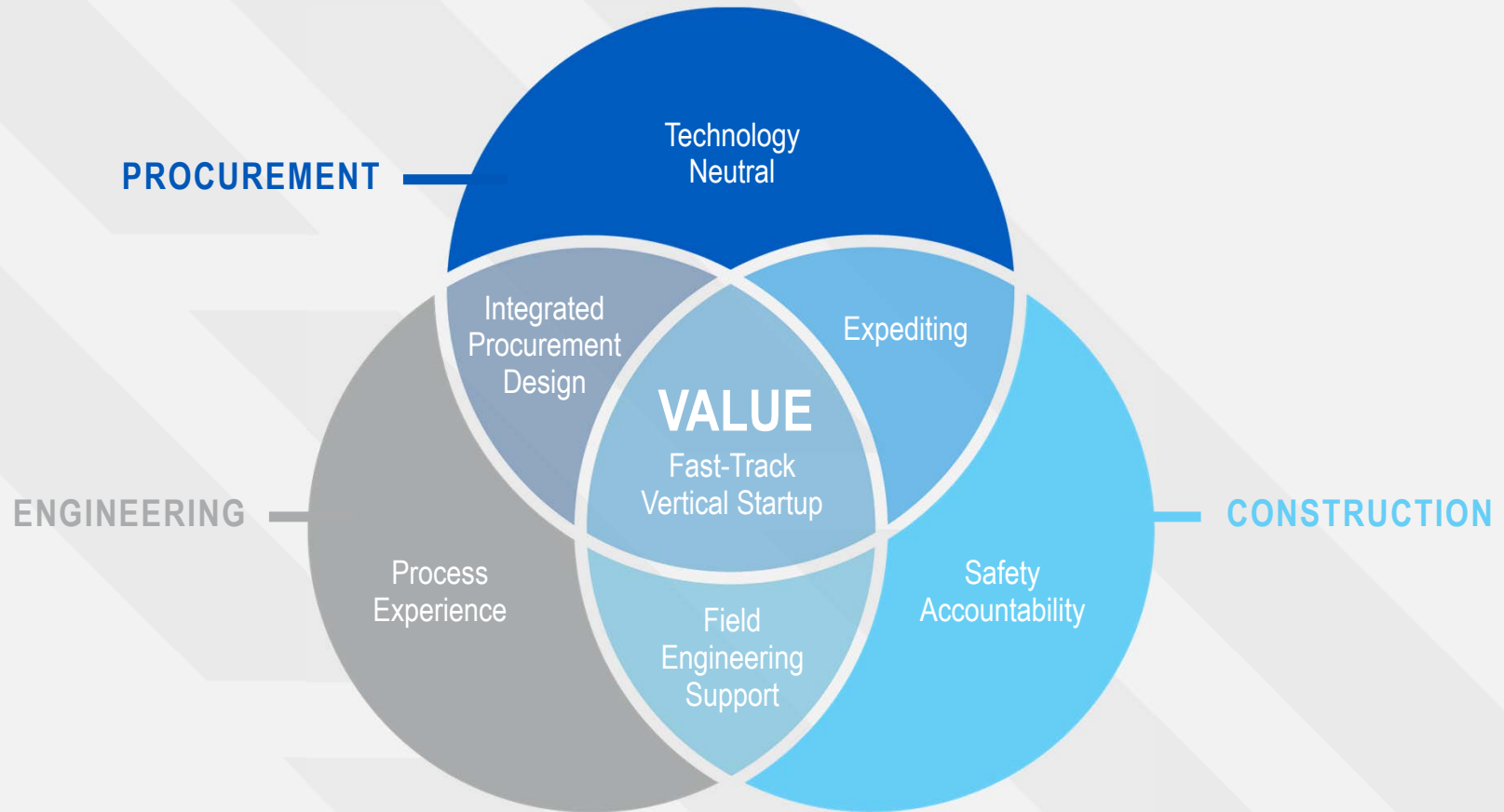
COMMITMENT

100% EMPLOYEE-OWNED

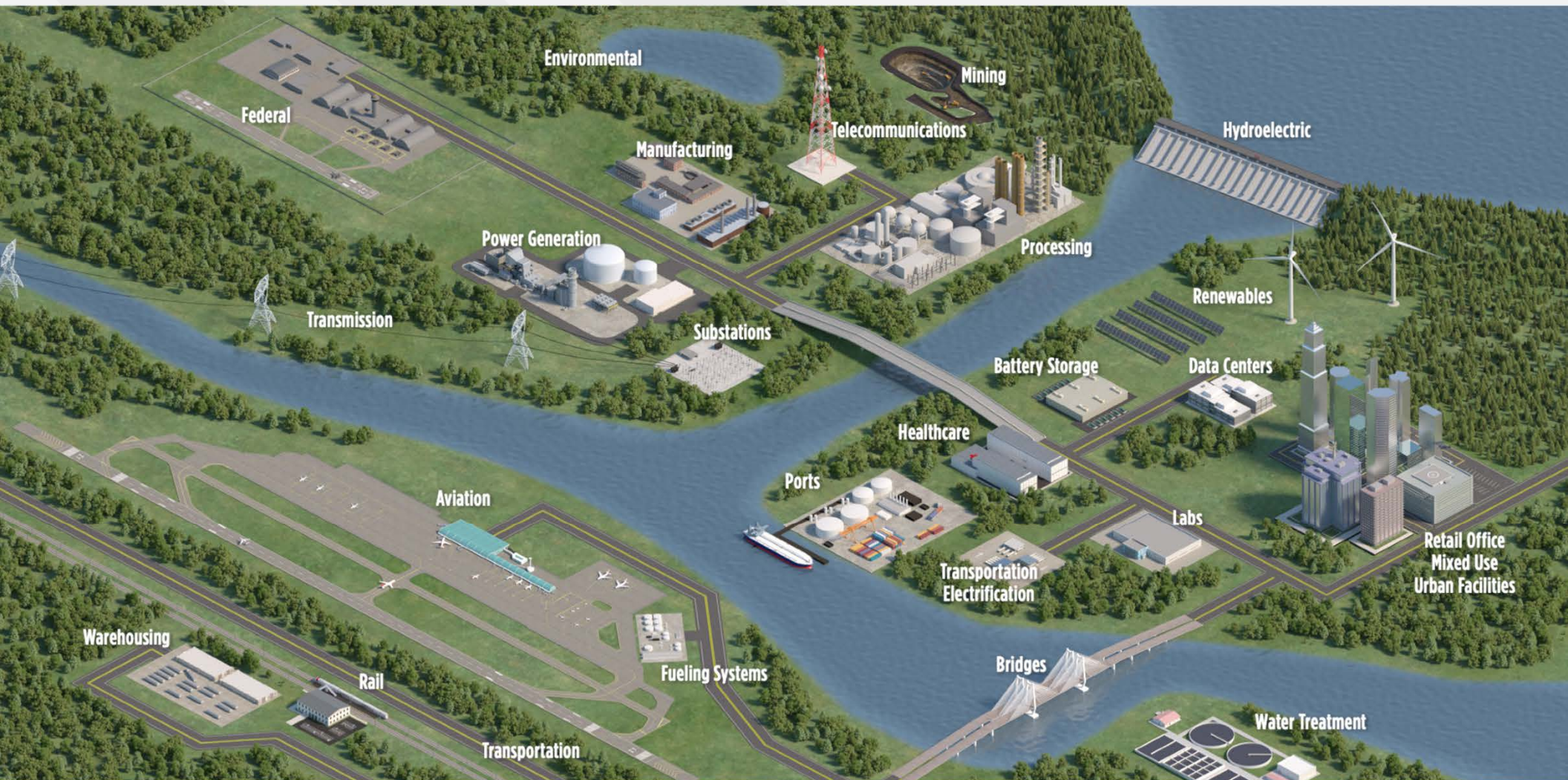
Who We Are



Designed to Build



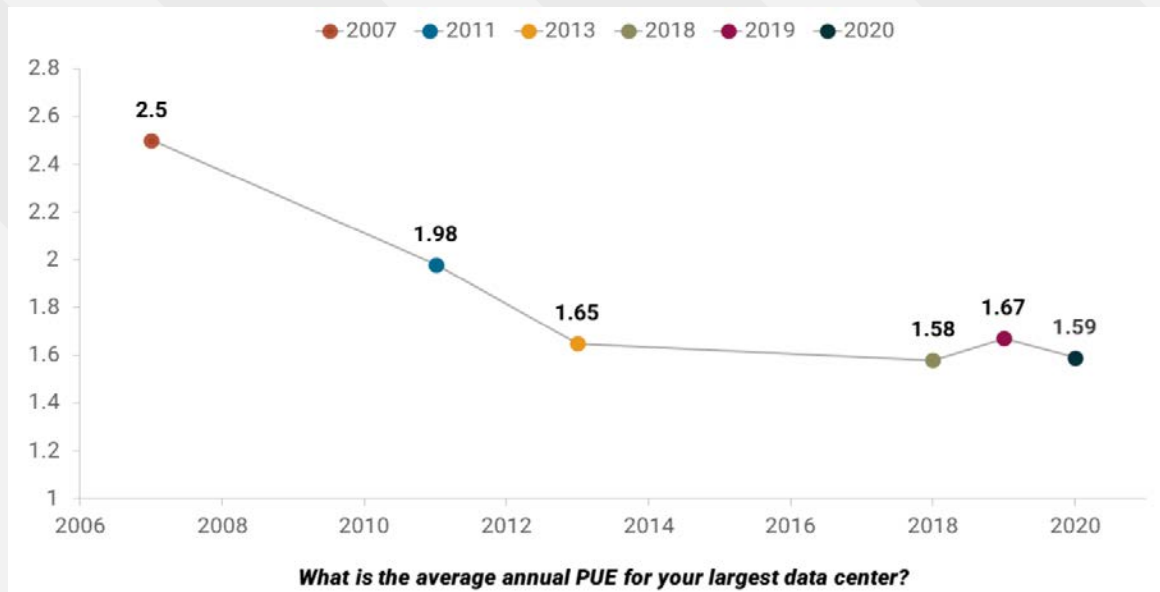
Key Industries and Markets We Serve



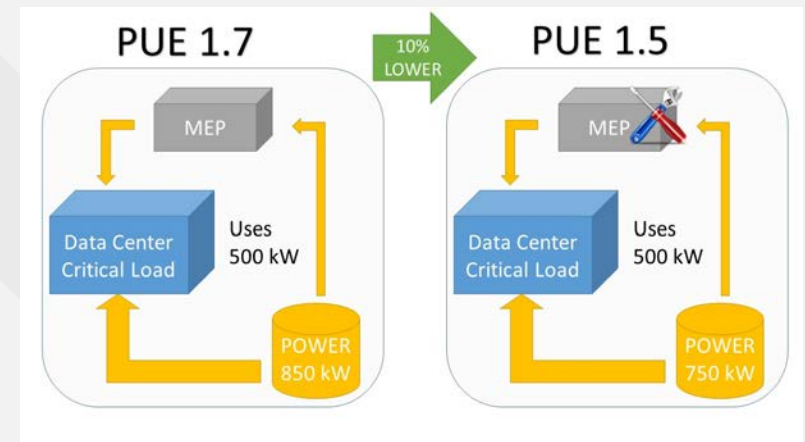


Data Center Design and Construction Trends

Power Usage Effectiveness (PUE)



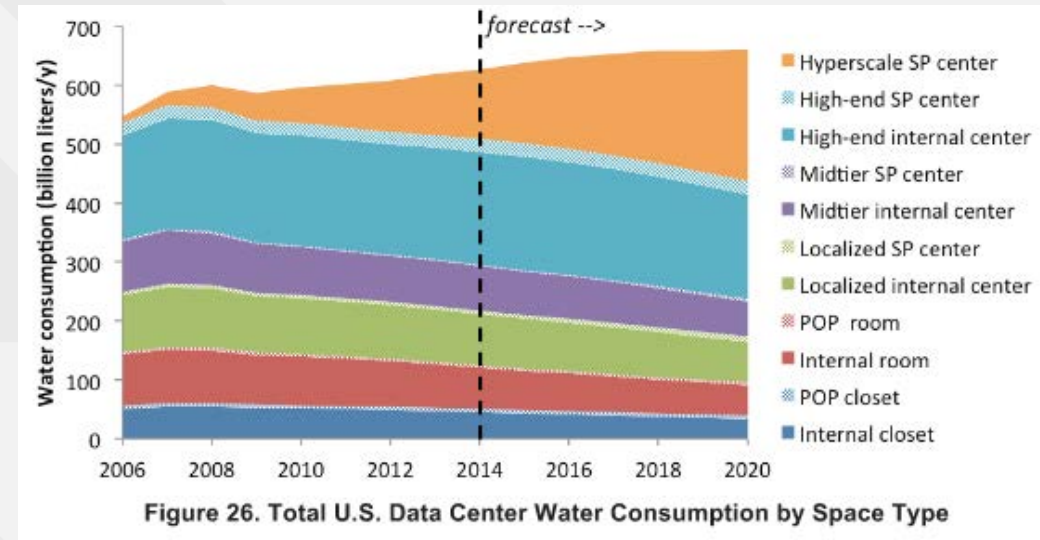
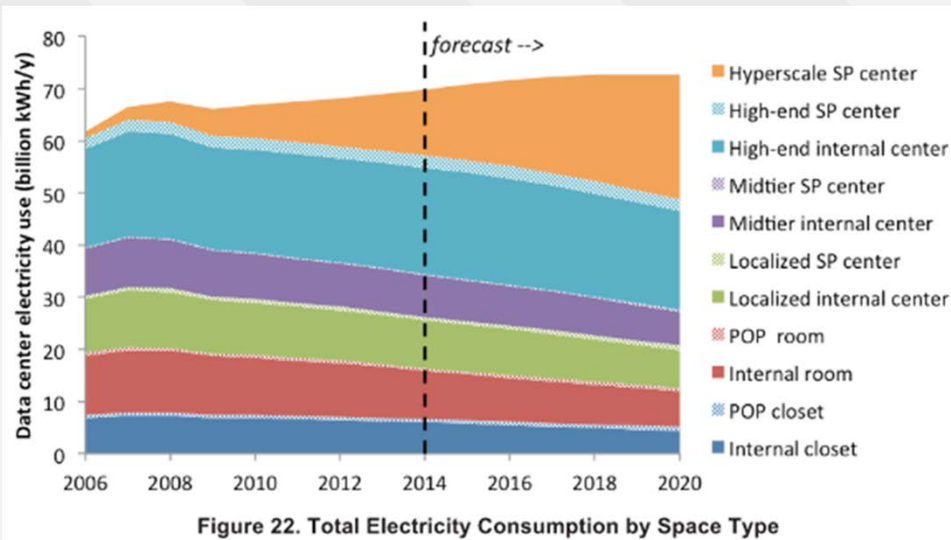
Uptime Institute global data center survey 2020, Uptime Institute, Ull-38 v1.1, published July 13, 2020



PUE Contributions

- ▶ Mechanical System
 - Chilled Water – 1.5 PUE
 - Evaporative – 1.2 PUE
 - Outside Air – 1.05 PUE
- ▶ Losses
- ▶ Support Systems
- ▶ IT load

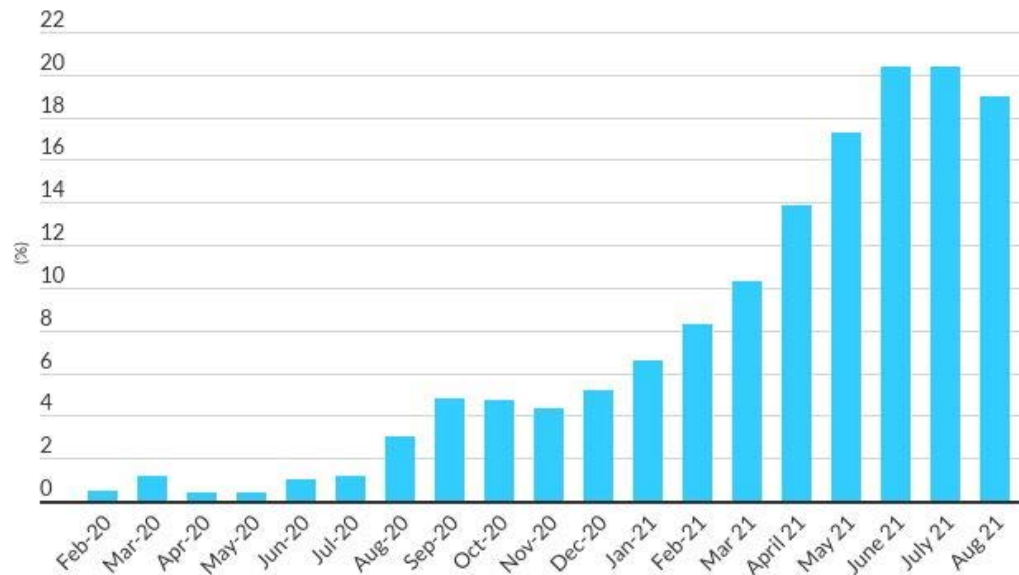
Utility Availability



Supply Chain

Materials and Components for Construction

(YOY Annual Change in Producer Price Index)



Source: U.S. Department of Labor, Bureau of Labor Statistics

SIEMENS

November 2, 2021

RE: Siemens Price Adjustment January 1, 2022

Dear Siemens Direct Served Customers,

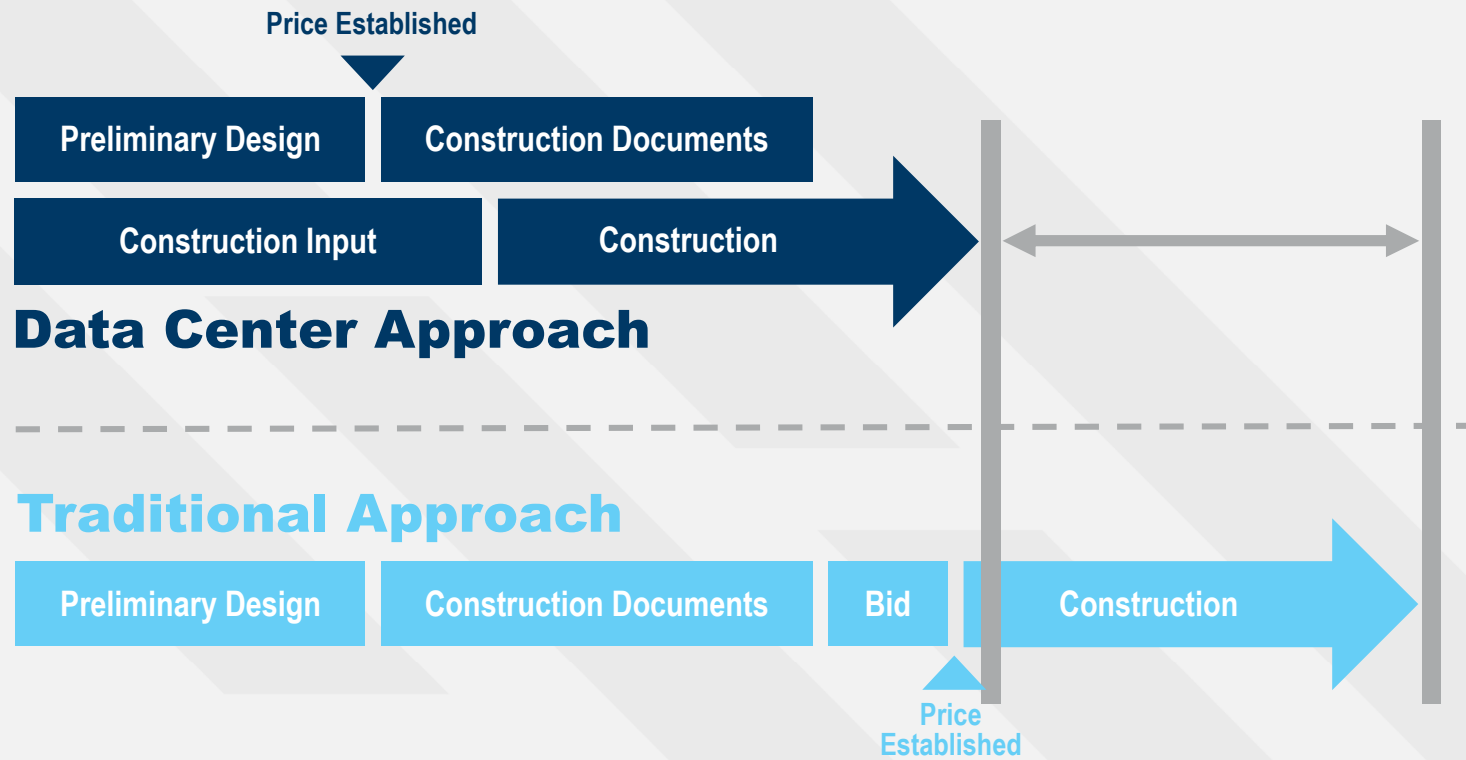
Siemens Digital Industries and Smart Infrastructure Operating Companies will make list price adjustments effective January 1, 2022. Since October 1, 2021, Siemens has continued to be deeply impacted by raw material inflation (steel, copper, aluminum, etc.) and shortages. While Siemens does all it can to absorb cost increases and minimize the impact to our customers, the business has determined that a List Price increase is necessary.

The January 1, 2022, Price Adjustment may apply to the following business groups:

Digital Industries (DI) Products	Smart Infrastructure (SI) Products
Process Automation Products	Circuit Protection Products
Factory Automation Products	Distribution Equipment Products
Motion Control Products	Enclosed Safety Switches
Customer Services Products	LV Motor Control Centers
NEMA Motors/LV Standard IEC Motors	Residential Load Centers, Breakers, Metering Products
Communication & Identification Products	Meter Sockets and Talon Branded Products
Low Voltage Drives	Industrial Control Products

List Price changes will be available through your Net Price Download (NPD) file on Industry Mall and a Pricing Details Table. If needed, please contact your Sales Representative for assistance.

Speed

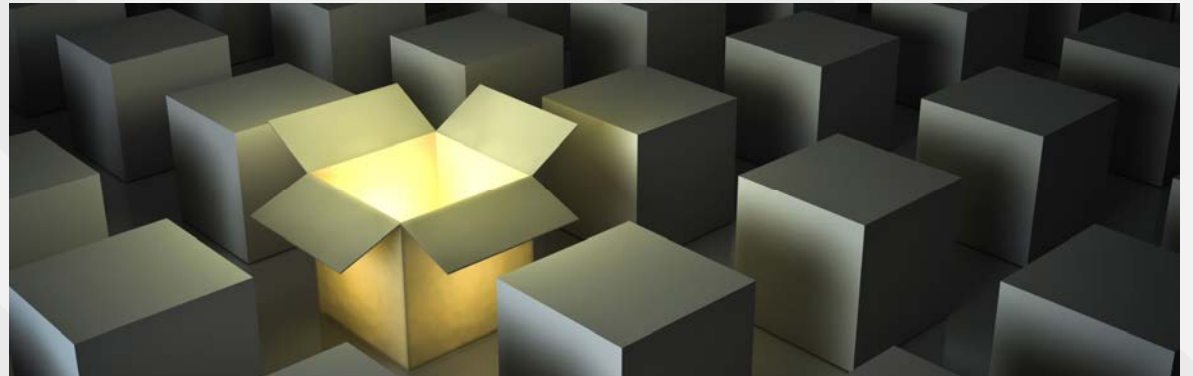


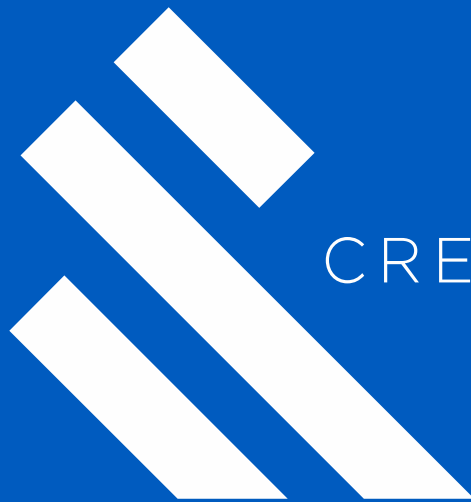


Workshop Considerations

EPC Perspective - Product Wishlist

- ✓ Power Efficient (PUE driver)
- ✓ Water Efficient (WUE driver)
- ✓ Environmentally friendly
- ✓ Material/component flexibly or Material/component supply assurance
- ✓ Minimal field installation necessary
- ✓ Consistent Lead time
- ✓ Cost effective
- ✓ Proven*





CREATE AMAZING.

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